

**Questions Received from Original Solicitation**

<b><u>Question</u></b>		<b><u>Answer</u></b>
1	After review of the solicitation, I noticed one of the requirements was to have a local sales rep in support of the contract. Is there a specific vicinity the sales representative will need to live within?	LCPS's intent is to have a sales rep dedicated to LCPS who can handle the district orders; it is not a requirement that the rep be physically located in Loudoun County.
2	Who is your current vendor? Can you provide your current pricing/bid tabs from the last time this was bid? Is the Cyber/Information Technology insurance required? We do not currently have it and our insurance provider said they would expect that level of coverage for a company like Home Depot. Can vendors pass along any potential price increases for the renewal period? We can do screen printing, digital printing, and embroidery. Are we able to submit pricing charts for all three methods of decoration? Our prices vary by number of items ordered, number of colors, number of stitches, etc. What was the total contract spend each of the last 3 years? Can vendors bid on just the apparel items? Can you clarify what classifies as "non-apparel"?	1. This is new solicitation 2. Not available 3. You may include Cyber as an exception in the "Attributes" tab for LCPS consideration. 4. Yes. renewal prices will be negotiable 5. yes 6. Data is not available 7. Yes 8. Apparel are clothes and accessories and non apparel are general goods